

BUSINESS

AIR TRANSPORTATION

VOL. 22, No. 3

MARCH, 1953

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THE AIR MAGAZINE FOR THE BUSINESS EXECUTIVE

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SPECIAL INSURANCE ISSUE



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AIR TRANSPORTATION

The World's First and Only Air Cargo
Magazine . . . Established
October, 1942



MEMBER OF CONTROLLED CIRCULATION
AUDIT, INC.

AIR TRANSPORTATION, published once each month, thoroughly covers the entire air cargo industry for the benefit of all those engaged in shipping and handling domestic and international air freight, air express, and air parcel post, as well as using the domestic and international air mail services. Included in AIR TRANSPORTATION'S wide coverage are: air shipping, cargoplane development, rates, packaging, materials handling, documentation, air cargo terminal development, insurance, routing, interline procedures, new equipment, commercial airlines, military air transport service, air freight forwarders, personnel and business air travel.

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Then...

October, 1942



Air Transportation first appeared

Now...

March, 1953



AIR TRANSPORTATION

IS STILL

THE WORLD'S ONLY AIR CARGO PUBLICATION

Insuring Aircraft

by Gordon C. Sleeper

Vice President

FRANK B. HALL & CO., INC.

GORDON C. SLEEPER, Army pilot in World War I, started his insurance career as a Marine insurance broker on return to civilian life but interrupted it to become a pioneer radio manufacturer, a Wall Street broker and World War II assistant to Republic Aviation Corporation presidents. He returned to insurance in 1947 establishing a highly successful Aviation Department in Frank B. Hall & Co., Inc., the same insurance firm he first joined in 1919.

WHEN CARGO FIRST WENT down to the sea in ships, it was Marine insurance that opened the sea lanes to the newly discovered worlds. It was the financial guarantees of men unafraid of the unknown that made other men venture their fortunes exporting old world products in trade for the riches of other lands.

Over the years, trade by land and sea grew into billions of dollars but only as Marine insurance paced the way still writing its guarantees, still listening to the offerings of its brokers, still backing the judgement of its underwriters and still paying its losses. Marine insurance became available to shippers in every part of the world and whatever the infinite variables of exposure, conveyance, route, season or type of risk, insurance could be secured.

Then almost overnight came the Air Age and every type of plane that flies began to carry its quota of airfreight. Bush pilots opened vast areas in Canada. Alaskan pilots ferried incredible cargoes into new gold fields. Rubber poured out of the Upper Amazon by air. *The National Geographic* pictured airfreighters in almost every part of the world.

All credit to the great pools of insurance capital that insure the airplanes themselves and the passengers and the lives and property of people on the ground, but it was the Marine underwriters who took Air Cargo in their stride unafraid and unexcited over the new element in which freight now moves.

This oldest and largest of all insurance markets stands by ready and able to consider the insurance needs of any shipper of airfreight and ready also to assume the legal responsibilities of the carrier, not only while airfreight is in custody of the airplane operator but for the whole journey from point of origin to point of destination.

Underwriters ask only that the broker who comes to them be well informed, that he know the risk to be placed, that he know what he really wants.

Air Cargo or airfreight may be at the shipper's risk or the consignee's and either one may want all risk insurance for any kind of transportation including air, or for air only. He may want an open policy covering all shipments of one



kind such as furs or orchids or gold bullion or all shipments of many sorts. Again, he may want only one particular shipment covered.

Perhaps neither shipper nor consignee wants insurance being satisfied to make claim for loss or damage on the air carrier who gives him the receipt for his goods and a written contract for delivery. This Air Bill of Lading limits its liability to specified amounts per pound or per package but may grant increased limits at extra charge.

Carriers, whether big or little, do not like to find themselves in the insurance business so they, too, send their brokers to the Marine insurance market to seek the help of the great domestic and world wide organizations which can underwrite the carrier's assumed risks and pay their proven losses.

Now the Underwriters' questions become more searching. Who are the airfreight carriers? What are their routes, their equipment, their terminal facilities, their reputations? Do they give door to door Air Bills? If so, what surface carriers deliver to and from the airports?

One Underwriter told this interviewer—"We don't worry about airfreight while the Air Carrier has it but we do when he calls in any Tom, Dick and Harry to deliver it to final destination. Why is it big fellows rail against gypsy airlines but some of them to save a dime employ gypsy truckers on the ground?"

Actually, the airlines, both certificated and non-scheduled, individually and through their associations, are making steady progress not only in improving their own facilities for the safe loading, unloading and storage of airfreight but by reason of greatly increased volume, they are now able to interest the bigger and better equipped trucking companies in taking on ground delivery of airfreight.

Recognizing the importance of control and close supervision of all stages of airfreight delivery, the scheduled airlines of this country have given to a jointly owned subsidiary called Air Cargo Inc. authority to make contracts with responsible trucking firms in all principal cities for more or less exclusive service to its member airlines. Air Cargo Inc. holds its contract truckers to high standards of service and safety that eventually will mean lower insurance costs.

Challenging the CAB's Insurance Rule

by Milton A. Caine, Managing Editor

ACTUALLY, THE INSURANCE INDUSTRY is not generally opposed to the financial responsibility regulation such as the Civil Aeronautics Board recently proposed in Washington. Exception, however,—and strong exception—was taken by the major airlines through the voice of the Air Transport Association, which represents 39 of the major certificated airlines in the United States. Does the CAB have authority to impose a regulation for commercial aircraft, or is it stepping beyond the Civil Aeronautics Act? The CAB answers yes, and ATA responds no. Which one is right?

Originally, the Board proposed to set up compulsory insurance requirements for both domestic and foreign air carriers that come under its jurisdiction. Shortly before the end of last year, however, a new rule was substituted for the original proposal that was somewhat milder than the other and established minimum financial responsibility standards with regards to public liability for bodily injury, property damage and passenger liability. In doing this, the Board strongly averred that it was functioning well within its established rights and that it had 'unquestionable authority' under the CAA to impose such financial responsibility requirements as a condition for operating certificates.

This 'unquestionable authority', however, appeared questionable to the 39 airlines who comprise the ATA, which stated that the law gives the CAB no such 'lawful authority'. To give strength to its opinion, the ATA filed a brief similar in argument to its expressed views that the CAB could not legally impose mandatory insurance requirements. The power of the Board, claimed ATA, to impose financial responsibility requirements is not provided by the CAA, neither can it be implied from

the Act. "Congress has, beyond any question, granted to the Board extensive authority to regulate the air carriers," stated the ATA in its brief, "but the authority so granted is not unlimited. Congress has seen fit to withhold from the Board various powers of regulation. . . ." Among these is that of airline insurance, believes the ATA.

On the surface it would seem that a regulatory agency such as the Civil Aeronautics Board that, through its awarded subsidies supports the airlines and gives them strength to fly,



should have the power also to impose insurance restrictions which, in a measure, protect the airlines and the public's investment (through subsidies). But in a new era, at the start of which we now stand, due to the new administration, where it seems fair to predict that less government regulation will be the order of the day, this stand by the CAB appears outdated, particularly when Public Law 15 negates any such implication of power as the CAB construed from the Act. To claim, as the Board has, that Congress has overlooked a field of legislation and in which it has neglected to act, appears deliberately erroneous. It is a fact that airline insurance has a number of times been introduced in Congress and subsequently dropped.

As stated in the ATA brief: "a regulation issued by the Board which would compel an insurance company either to change the form of its existing aviation insurance policy, a form which has been approved by the State insurance commission having jurisdiction over

that company, or to discontinue writing aviation insurance, would beyond any doubt by invalidating, impairing and superseding the applicable State insurance law. Such regulation would be in direct contravention of Public Law 15. Furthermore, a regulation issued by the Board, under which an insurance company, duly authorized to issue aviation insurance by the appropriate State insurance commission, could be declared by the Board as unqualified under its regulation to issue aviation insurance, would also directly contravene the express provisions of Public Law 15."

Inasmuch as the Board has taken implied power from the Act to propose this regulation, the Association of Casualty and Surety Companies has also questioned the proposal in relation to Public Law 15. Under the CAB rule, an insurer would be required to be authorized to issue a policy effective in each jurisdiction in which the airline is authorized to provide service, and to be rated at least a B plus in Best's insurance reports. Granted that the CAB is right in assuming its authority from the Act, such delegation of authority, stated the ACSC, would be unconstitutional in the light of two decisions handed down by the Supreme Court. A brief was also filed by the ACSC on behalf of itself and three aviation underwriting groups protesting the Board's regulation as constituting "a serious infringement of State supervision and regulation of insurance." Such regulation would, in fact, be "contrary to the intent of Congress as indicated in Public Law 15," stated the brief.

As a possible solution to the problem, the association felt that an insurance firm authorized to do business in one or more of the states in which the

(Continued on page 29)

AN INSURANCE UNDERWRITER



LOOKS AT AIRFREIGHT RISK

G. DeWitt Holcomb, Jr.

Executive Vice President, Aero Associates, Inc.

THERE IS NOTHING that an insurance underwriter likes better than a good loss ratio—i.e., a reasonable profit on his portfolio of business. For this reason alone air cargo business is attractive to the underwriter.

We will review some of the reasons for this:—An essential element in any risk undertaking is the element of time. The underwriter, in assuming the risk of physical damage to property is vitally interested in whether fire, wind-storm or inclement elements are effecting his exposure for a few days, or for weeks, or even months. The modern air freighter reduces this exposure to a matter of hours.

Goods in transit are subject to the exposures of handling, loading and unloading and from pilferage by the handlers or others. To date the airfreight carrier has been free of some of the problems of waterfront activities concerned with cargo movements to and from the United States. These perils are of serious concern to the ocean marine underwriters.

The element of transshipment of merchandise is largely avoided when airfreight is used, whereas it is a necessity in ocean marine. For the great inland commercial centers in Europe, such as Geneva, Frankfurt, Paris, Brussels and Milan, the air shipper delivers his cargo direct without the necessity of off-loading from the holds of ships on to goods wagons and trucks, with frequently intermittent warehousing enroute. This, of course, works in reverse for the European businessman forwarding goods to the U. S.

Shipping cargo by rail or ocean vessel requires heavy packing and the pressure and shocks are a frequent

HOLCOMB started in the insurance business as a local agent twenty-four years ago at Bloomington, Illinois, and has been flying as a sportsman pilot since 1937. After field management positions with two different insurance companies, he was employed as Chicago Field Manager in 1942 for Aero Insurance Underwriters, being made the Resident Branch Manager two years later. With D. Murray Stewart, president at New York and James J. Mitchell, secretary at Chicago, he was a founding officer as Executive Vice President with Aero Associates as of July 1949.

source of loss to the shippers and their insurance carrier.

Deterioration caused by salt water and air, and the natural aging of perishables are a source of loss also where slow methods of transportation are employed. This is not true of airfreight where even livestock are transported in comfort and do not require weeks of recuperation after days of exposure to shipping hazards.

The airplane itself is a delicate and finely balanced instrument. Its accommodations must be maintained in a satisfactory condition for the safety and comfort of the flight crew. Hence, air cargo is not subject to the violence of a stormy sea, temperature extremes or contamination from chemicals, humidity or pollution of air.

The experience on the all-freight air carrier risk has been exceedingly good. These operators have not had to divide their energies between cargo and catering to the passenger, and have thus developed techniques, equipment and know how, which has produced a high degree of safety in the handling of bulk freight in all categories. Large cargo doors and powered handling

equipment minimize the damage from loading and unloading. The consignments of freight remain under the constant surveillance of trained personnel of the carrier from the time of their receipt until the delivery to the consignee, perhaps thousands of miles, but only a few short hours away.

As evidence of the merits of airfreight as against surface transportation—the ocean cargo insurance rates are from two to six times as high as those enjoyed by the airfreight carrier. For example—hardware, such as automobile parts, etc., are shipped over the North Atlantic at a rate of approximately 20¢ per \$100.00 of value when carried by air as opposed to 35¢ or 40¢ when shipped by ocean vessel. Valuable cargo such as gold bullion and furs will carry insurance rates for air shipment as low as 6¢ to 10¢ and on securities just under 2¢ per \$100.00 of value.

In the international airfreight business, the real volume of air shipping has only been scratched. As in the early days of the development of this country, the Yankee clippers were soon relegated to a small portion of the shipping by the enterprising British and Dutch commercial fleets. Among the scheduled transatlantic air carriers, the British, Dutch, Scandinavian and Belgian lines now carry far more tonnage than the American scheduled lines. If it were not for the registered irregular common carriers under the U. S. flag, America would be carrying only a tiny percentage of the total tonnage.

By affording low cost insurance to the commercial shipper, the under-

(Continued on Page 29)

Savings In Insurance

By **Arthur Hussey**

Assistant to General Sales Manager

Pan American World Airways

EVERY AIR CARGO SALESMAN who has ever called on a prospect knows that the big question he must answer is "how much?"

The advantage of speed, of course, is obvious—one day against one month, 40 hours against six weeks. Weight and bulk are no longer the obstacles they once were. All cargo planes, such as the DC-6A operated by Pan American on the Atlantic route, with their big loading doors and large capacity have helped to solve this problem.

An export manager can readily see the other advantages to his company in shipping by air, but more often than not he is taken by surprise when it is proved to him that it may actually be cheaper for him to use air cargo.

One of the major reasons why air cargo is in many instances cheaper than surface transportation is that insurance rates for air cargo, particularly for international air cargo, are considerably lower than those charged for goods traveling by surface.

Although this fact often gives managers pause, insurance rates are based, quite reasonably, on the time involved in transportation.

A recent shipment of 1804 pieces of furniture left Westerly, R. I., by Pan Am *Clipper* for the Intercontinental Hotels Corporation's new hotel, the Tequendama, in Bogota, Colombia, the first part of a shipment which will finally amount to 150,000 pounds to be carried on a total of eight flights.

The furniture was trucked from the factory to the airport where it was loaded on the airplane. At the other end it was trucked directly from the airport to the hotel. The same shipment by surface would have required the use of truck, rail, steamship, another train, river steamer, and truck again. The air shipment took 19 hours. The surface transportation would have required more than a month.

Pilferage on piers and at transfer points of other means of transportation is by no means confined to any one country or location. A casual reading of any issue of a recent newspaper is sufficient to prove that. The insurance companies quite realistic-

(Continued on page 32)

COMPARATIVE RATES

SODA FOUNTAINS

Commodity: Soda Fountains From Chicago to Balboa—	Surface	Air
Weight	13,760 Lbs.	11,796 Lbs.
	(export packed)	(domestic packed)
Packing cost	\$1,000.00	—
TOTAL INSURANCE	\$ 200.00	\$ 15.30
Shipments to port of embarkation	\$ 400.00	\$ 400.00
Shipping costs from port of embarkation to debarkation	\$ 900.00	\$1,887.36
Consular blanks, etc.	\$ 350.00	\$ 350.00
Miscellaneous charges	\$ 20.00	\$ 20.00
Total shipping costs	\$2,870.00	\$2,672.66
Time in transit	2 1/2 weeks	1 week

ADDING MACHINES

Commodity: Adding Machines From Chicago to Havana—	Surface	Air
Weight	2,617 Lbs.	2,167 Lbs.
	(export packed)	(domestic packed)
Packing cost	\$ 42.00	—
TOTAL INSURANCE	\$ 31.77	\$ 4.32
Shipping cost to port of embarkation	\$ 83.50	\$ 105.75
Drayage to pier	1.83	—
Shipping costs from port of embarkation to debarkation, weight or volume charges	\$ 96.83	\$ 130.02
	Consular fee	Import ad. val.
Shipping costs, port of debarkation to market	\$ 143.76	\$ 143.76
Miscellaneous charges	\$ 8.50	—
Total shipping costs	\$ 408.19	\$ 383.85
Time in transit	30 days	7 days

RADIO SHIPMENT

Commodity: Radios From Chicago to Caracas—	Surface	Air
Weight	14,601 Lbs.	12,351 Lbs.
	(export packed)	(domestic packed)
Packing cost	\$ 250.00	—
TOTAL INSURANCE	\$ 327.15	\$ 36.00
Shipping cost to port of embarkation	\$ 383.50	\$ 402.73
Shipping costs from port of embarkation to debarkation—		
Weight-volume charges	\$1,600.00	\$3,087.75
Ad valorem charges	\$ 400.00	—
Additional handling charges	\$ 20.70	—
Total	\$2,020.70	\$3,087.75
Shipping costs of debarkation to market	\$ 99.60	—
Consular fees, etc.	\$ 30.00	\$ 5.00
Duties based on gross weight	\$6,445.00	\$5,355.00
Interest charges	\$ 60.00	\$ 15.00
Total shipping costs, factory to market	\$9,888.15	\$9,101.48
Time in transit	30 days	7 days

A Guide to Air Shipping



Via THE PORT OF NEW YORK

FROM the Port of New York Authority has again come its suggestions for expediting shipments of air cargo through the New York/New Jersey port. While it differs little from the 'Guide' as printed a year ago and reprinted in these pages, certain changes have been made. In again reprinting and abridging the 'Guide', by special permission from the Port of New York Authority, AIR TRANSPORTATION is introducing its many new readers to this valuable compilation of general information designed specifically to help shippers expedite their air shipments.

ROUTING AIR CARGO THROUGH THE PORT OF NEW YORK FROM INLAND POINTS

A. Comparative Cost Analysis

While air carriage rates are almost always higher than surface rates, the differentials in other costs often make it less expensive to ship by air. One of the greatest differentials frequently occurs in insurance charges. Reduced pilferage loss and transit damage have made it possible for the airlines to offer insurance coverage at rates substantially lower than surface insurance charges. These fees rarely exceed 25¢ per \$100 valuation for general cargo, while valuable cargo rates are slightly lower.

As only light packing is required for air shipment, export crating and packaging costs are greatly reduced. The gross weight shipped is also less, resulting in a further cost reduction.

Further analysis should show that all forms of drayage, warehousing and

wharfage charges are negligible for air shipment as compared to surface. Furthermore, there is an important saving in interest charges on money tied up while the shipment waits in a warehouse or is in transit.

While this comparative analysis shows only dollar-and-cents savings, many other advantages are derived from speed. If it should be found that a premium must be paid for shipping by air, it will usually be more than offset by reduced inventories, fewer insurance claims, and improved service. It is well to remember that most manufactured products have been shipped by air. Heavy commodities such as furniture, refrigerators, radios and auto parts, as well as lighter items like cigarettes, precision instruments and drugs, are now routine shipments.

Since the overall shipping cost is composed of so many variables, it is impossible to lay down a rule-of-thumb

for selecting the most economical method of shipping. Not only is the value of the commodity to be shipped an important factor in comparing costs, but the origin and destination of the international shipment also may have a strong influence. If these are inland points, surface shipping would involve extra transfer charges at ports of embarkation and debarkation.

If the completion of this comparative analysis should indicate that a commodity is one which could move regularly in volume provided a specific commodity rate were established, it is suggested that a local airline cargo manager be consulted. Perhaps the carriers have overlooked the potentials of that commodity when establishing specific commodity rates.

B. Selection of Service

If it has been determined that the shipment is to be moved at least part of the way by air, the following points of information may be helpful in determining the routing of the shipment via The Port of New York:

I. REA AIR AND RAIL

The Railway Express Agency provides a door-to-door service for shipping by air or rail; therefore, no transfer problem exists at the New Jersey/New York airports, as REA will deliver the shipment to the designated carrier's airport receiving office. All REA rates include pick-up and delivery at no additional charge. Since REA air rates are somewhat higher than air-

freight (airport-to-airport), an adjustment should be made for the pick-up and delivery charges when comparing rates.

2. AIR PARCEL POST—DOMESTIC AND INTERNATIONAL

This is a service of the United States Post Office Department and receives the same space priority as airmail.

The domestic service accepts shipments weighing up to 70 pounds and having a combined length and width of under 100 inches for any destination within the United States or its possessions or territories.

The international service permits the through movement of shipments destined to countries with which the United States has signed reciprocal agreements. The allowable weight is dependent upon the country of destination.

Air Parcel Post Rates, both domestic and international, are substantially higher than either airfreight or air express. Therefore its use is usually limited to the occasional shipment of small packages.

Where the shipment is to be forwarded from the New York Gateway by air cargo, all documents except the original copy of the shipper's letter of instructions may be included in or on the package. The original of the shipper's letter of instructions should be forwarded to the carrier via airmail. Shipments and original letters of instructions should be addressed to the

selected overseas carriers at the appropriate New York airport.

3. AIRFREIGHT SERVICE

This service is offered by all domestic and overseas certificated, non-certificated and charter carriers and is used extensively by shippers because of the favorable rate structure. The carriers' airfreight tariff rates are computed on a per pound basis for airport-to-airport carriage. The domestic carriers' minimum charge varies with each airline, but in no case exceeds the charge for 50 pounds. Overseas rates also carry a minimum charge per shipment which varies with the destination of the shipment. Where a combination of domestic and overseas carriage is involved the overseas carriers frequently quote a single charge for through shipments. All rate structures are designed to encourage shipments of 100 pounds and over. Shipments with high valuation per pound are subject to valuation charges ranging upward from 5¢ per \$100.

All domestic carriers have arrangements with local truckers for pick-up and delivery service at extra charge. The local shipper, therefore, can know in advance and prepay transfer or delivery charges, if any. Most certificated domestic air carriers have interline agreements with overseas air carriers providing for the transfer of cargo from the arriving domestic carrier to the departing overseas carrier, regardless of airport at no charge to the

shipper. Should pick-up or delivery service in New York be required, rates range from 65¢ per 100 pounds with a minimum charge of \$1.35, to \$.30 per 100 pounds for 15,000 pound shipments.

4. AIRFREIGHT FORWARDERS, AGENTS, CUSTOM HOUSE BROKERS, AND BONDED STORAGE

Airfreight Forwarders, who operate as indirect carriers under a Letter of Registration from the Civil Aeronautics Board, like REA, are authorized to publish rates and tariffs and issue through airwaybills covering transportation between a large selection of domestic and foreign points. Through the consolidation of smaller shipments, rates quoted by Airfreight Forwarders are frequently lower than those of the direct carriers. Airfreight Forwarders are distinguished from Airfreight Agents (often referred to as forwarders) in that they assume the complete responsibility for the through-movement of goods.

Airfreight Agents, as the shippers' and carriers' agents, can also make the necessary arrangements for shipping door-to-door, including the securing and preparing of required export and import documents. The Airfreight Agent issues the carrier's airwaybill and quotes the carrier's rates. Subsequently, the responsibility and liability for carriage rests with the carrier. Many forwarders and agents are licensed Custom House Brokers and as such can be particularly helpful where customs clearance may be required.

Because of the specialized nature of services offered by these service organizations, no attempt has been made to include their charges and tariff information here.

5. RATE COMPARISON OF DOMESTIC AIR SERVICES

By comparing the rates of Air Express and air parcel post with domestic airfreight charges, it is found, in general, that air parcel post offers the lowest rates for small shipments up to four or five pounds, while slightly larger shipments (depending upon distance) will travel more cheaply via Air Express. For example, Chicago, as a medium-distant point, can air ship to New York a package weighing up to five pounds least expensively via parcel post. A shipment weighing between five and seventeen pounds should be forwarded by Air Express for the lowest rate. All shipments over 17 pounds should be dispatched via airfreight to take advantage of the lowest charges, even when additional charges for

(Continued on page 29)



Air cargo loading often continues well into the night at New York airports. Here, a Seaboard & Western Airtrader is taking aboard some miscellaneous freight.

FOR
REAL
ECONOMY



USE
AIR
CARGO

(REG. U. S. PAT. OFF.)

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MARCH, 1953

No. 3

AIR CARGO GROUP FORMS

Grace Becomes President Hackney Leaves Lockheed To Become Executive V-P

WASHINGTON, D. C.—What formerly had been the Air Freight Association has now been reorganized as the Transport Air Group with headquarters established in this city and Thomas L. Grace, of Slick Airways, and L. R. 'Mike' Hackney, formerly of Lockheed, as the organization's first president and executive vice president, respectively. The list of tentative directors of TAG reads like a Who's Who of the airfreight industry. They are: Grace, Robert W. Prescott, of the Flying Tiger Line; Orvis M. Nelson, of Transocean Air Lines, Samuel J. Solomon, of California Eastern Airways, and George W. Tompkins, of Overseas National Airways.

TAG's objectives are, briefly, to promote recognition of the independent air carrier as a vital instrument to the nation's security in times of emergency and to the welfare and the economy of the citizenry, commerce and industry of the United States in times of peace; to com-

bine efforts in encouraging the development of suitable air transports and related equipment as well as efficient oper-



Grace



Hackney

ating standards and regulations; to exchange technical and economic information, and to promote a better understanding of the benefits derived by both the civil and military establishments by providing flexible all-freight and air charter operations for both domestic and international services.

This is a tall order that TAG has given itself, and its current plans call for the formation of a Washington staff, with Hackney as TAG's full time representative here, to carry on the aims of the group in both public relations and technical matters.

For his role with the Transport Air Group, Hackney has left Lockheed Air-

craft where for eight years he had been responsible for the development and direction of the company's airfreight activities. Now responsible for the direction and administration of TAG's activities, all designed for the greater realization of the value of airfreight to the nation, Hackney is again demonstrating his belief in the future of air cargo—as his many reports and studies testify—and working to realize that future.

Meetings relative to the formation of the Transport Air Group were attended by Transocean, Seaboard & Western, Slick, FTL, Overseas National and California Eastern. The formation of this organization at long last answers the industry's need for greater recognition of its outstanding achievements and possibilities.

Metal Stand Saves Weight

SEATTLE—Where formerly only four J-57 jet engines could be carried as air cargo on Boeing's *Strato-freighters*, these same transports can now carry a total of eight. These are big Pratt & Whitney engines that were shipped in 3300 pound metal cylinders but that now go on 230 pound metal stands and still arrive safely at their destinations. Designers of the weight-saving metal stands are Boeing's flight engineer, Don Kelley, and service engineer, Ed Whitney, (with an assist, said the company, from Capt. Frank Wyckoff, test pilot with the U. S. Air Force).

CAA SEES BOOM IN AIR CARGO

Sees Tremendous Increase In Cargo and Planes by '60

WASHINGTON, D. C.—Somewhat conservative in its estimate but still certain that air cargo transportation is on the way up, the Civil Aeronautics Administration predicted that present air cargo traffic will triple its current volume by 1960. Moreover, asserted the CAA, two-thirds of this greatly expanded volume will move in all-cargo planes, and the current rate of 20 cents per ton mile will still prevail by 1960.

These forecasts came as a result of a study instituted by the CAA to determine future airport cargo-handling facilities. Beginning with the present trend of

growth in air cargo, the Administration then proceeded to survey those factors likely to continue that growth as far as 1960. However, the figure arrived at by the government agency fell considerably below the figures cited by both Douglas and Lockheed in their studies on air cargo. Where the CAA predicted an increase in domestic ton miles of 175%, or 700,000,000 ton miles, Douglas foresaw a gain of 430%, or 1,350,000,000 ton miles, and Lockheed a gain of 490%, or 1,500,000,000 ton miles.

While the estimates vary considerably from one another, the most obviously important fact is that they all agree on one point: air cargo will soar tremendously by 1960.

Concerning cargo planes, the agency stated that there will be 50 more than there are at present, or 160 transports for cargo carrying purposes. According to various leaders in the aviation industry,

this estimate stands well below their own.

One-third of the 160 will be combination cargo-passenger planes, the rest—two-thirds—will be devoted exclusively to cargo operations. The breakdown of types has been given as follows: 75 planes in the Curtiss C-46 class, 45 in the DC-4 class, and 45 in the DC-6A *Constellation* class. The CAA also saw the eventual replacement of the two former types listed here by the latter two. This is not unlikely, considering that some passenger DC-6Bs currently in operation have cargo capacities virtually equal to that of the C-46. Some C-124 *Globemasters* will probably be available for commercial use before 1960, said the CAA, but they will be few in number. Direct flight costs will also probably remain the same as they are now, but there will be increased delivery speed resulting from improved ground handling facilities and techniques.

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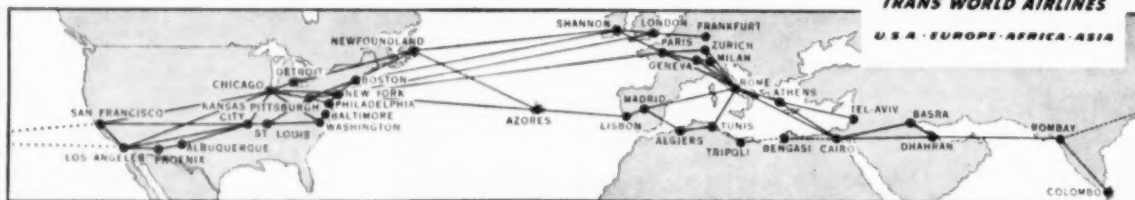
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Helicargo Services Start

NEW YORK—Helicargo service, as the new cargo operations recently started by New York Airways may well be called, is being flown in the same Sikorsky S-55s the company uses to fly the mail. Inaugurated the last week of January, this scheduled service is actually the first of its kind to be flown anywhere in the world. It is the outgrowth of a contract entered into by NYA with Air Cargo Inc., which represents 27 airlines currently serving the metropolitan area. Not yet available to the general public, NYA's service provides the regular scheduled airlines with a quick shuttle between Newark, La Guardia and N. Y. International airports for perishables, emergency drugs, the routing of baggage between the airports, etc. As the company's mail service is broadened in the area, so too will this cargo service be expanded, officials of the airline claim.

Part of this expansion will consist of making its cargo operations available to the public. For this, appropriate tariffs have already been filed with the Civil Aeronautics Board to start its cargo flights for the public before April first.

Room for More, Says CAB

WASHINGTON, D. C.—According to the Civil Aeronautics Board, opportunities for new concerns to enter the aviation field lie principally in the transportation of air cargo. In a report made to the Senate Small Business Committee, the Board stated that with an airline network as comprehensive as it is in the country today, the opportunities for new companies must, as a matter of course, be limited. However, there are opportunities, and most of these lie in airfreighting.

Competition by various types of airlines, including the irregular carriers, said the CAB, has had a 'salutary effect' on both the public and the aviation industry. It has brought rates down and has played an important part also in raising the number of ton miles flown from a meagre 218,242 in 1938 to a big 293,453,282 in 1951.

Claims Largest Network

PARIS—Now that its newest route is well established, Air France has proudly announced that its vast network covers a total of 145,000 statute miles. The new route, its third across the Atlantic, is a weekly service between France, Venezuela and Colombia. Air France also boasts that the first commercial Atlantic crossing was made in 1930 by one of its pilots.

FTL Shows Huge Gain of 182% Freight Ton Miles Rose 132%

BURBANK—In the three years since receiving its certificate of convenience and necessity from the CAB, The Flying Tiger Line enjoyed an increase in gross business volume of 182%. This remarkable growth, said FTL spokesmen, is believed to be unmatched for a comparable period in the history of American air transportation.

6 Suggestions To Follow

NEW YORK—For speed in the ground handling of airfreight, or any freight, six suggestions have been offered at a sectional meeting of the American Society of Mechanical Engineers. These would apply to package loads as they are being moved by conveyors. The suggestions are as follows:

- 1—Weigh loads while they are moving on conveyors.
- 2—Count loads automatically.
- 3—Automatically deflect loads for distribution.
- 4—Use up-enders, down-enders and automatic vertical conveyors wherever possible.
- 5—Use conveyors as live storage—keep work moving.
- 6—Use conveyors to segregate and accumulate units into pallet loads.

A seventh suggestion is better paper work and the keeping of work sheets, etc., in the right place to assure the continuous flow of materials.

Machines-Parts Lead Again

CHICAGO—"For the second consecutive year," noted E. L. Dare, United Air Lines' manager of air cargo sales, "machines and machine parts topped all other items in tonnages handled by United in 1952." Reason for this was given to "the accelerated pace of defense production and increased numbers of industrial shippers using airfreight." Second to both these items came cut flowers, followed, according to Dare's report, by electrical equipment, aircraft parts and accessories, wearing apparel, printed matter, automobile parts and accessories, radio and radio parts, drugs, biologicals and dry goods, all of which tend to show the diversity of items that make up a constant volume in air cargo and an important source of revenue for the carrier.

Within these three years, which spanned the period from the fall of 1949 to the end of October, 1952, the all-freight carrier's total assets jumped from \$1,994,175 to \$12,500,000, a prodigious leap of 520%. The number of miles flown moved up from a total of 7,740,648 to 18,047,886, or all of 133%. And the total ton miles of airfreight carried rose from 21,827,766 to 50,712,995, an abundant gain of 132%.

The best month registered by the airline was, appropriately enough, October, 1952, when for the first time, three of its stations—New York, Los Angeles and Detroit—each accounted for more than \$100,000 worth of traffic. Total traffic for that month passed the \$800,000 mark, a new high for FTL. The full total came to 819,647, which stood for 5,400,000 ton miles of traffic flown on its domestic routes.

Also within the three years, said the carrier, its fleet had grown from 16 aircraft to 43, and there are seven more on order. The number of its domestic stations has also increased, from 15 to 28 in all.

New Terminal

At Binghamton, N. Y., the Tigers opened its newest airfreight terminal, a new, \$90,000 structure that will serve the triple cities area of Binghamton, Endicott and Johnson City. At a dinner held at the airport and attended by local civic leaders and officials of the company, FTL vice president, George T. Cussen, predicted that Broome County was destined to become the hub of an airfreight area that would serve a region containing big industrial centers of midwest and southern New York state for a radius of 150 miles.

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AIRDOM

by
Richard Malkin

Consulting Editor
Air Transportation

AIR TRANSPORTATION, it seems, has within itself the seeds of good; that is, its inherent swiftness, growing capacity, and steadily increasing safety factor, has finally been sold to the populations of many nations—especially the United States—and this has been reflected in the phenomenal upswing proudly drawn on various traffic graphs of air carriers here and abroad. We've become more or less accustomed to receiving the multi-adjectived releases from the airline public relations departments, as well as the colder gloating from the Civil Aeronautics Board and the International Air Transport Association.

There has been any number of statements made by qualified individuals in the aviation industry and those on its periphery — myself included — speaking fondly of the great day when the airplane will bring the people of all nations from one country to another to spend their annual two-week vacations thousands of miles from home, mingle with the natives

of other lands, learn their customs, grow to respect them and vice versa. The eventual result would be better international relationships based on mutual understanding.

Last Fall I wrote an article on just that subject for a Midwestern magazine. In it I recalled the first round-the-world commercial passenger flight less than six years ago, and the personal reactions of the distinguished passengers which they gave me on their return to LaGuardia. For example, here are just a few of those brave phrases:

Thomas H. Beck, chairman of the board, Crowell-Collier Publishing Company: "... the majority of the people live in the most disastrous filth and ill health."

Barry Faris, editor-in-chief, International News Service: "... the ease with which it is now possible to go to virtually any part of the globe in a matter of a few days, and in perfect comfort."

Frank Gannett, publisher, Gannett Newspapers: "... time was so filled by sights, impressions, and interviews, that none of us can fail to see how world knowledge, as well as world space, is being compressed by the airplane."

Oveta Culp Hobby, president, The Houston Post: "... unfettered world air transportation, transcending man-made boundaries as it does, will bring the peoples of the world closer to that understanding of one another which is the only solid basis for peace... Neighbors are seldom enemies; and through air transportation's condensation of vast space into brief time, the people of the world will become neighbors."

Maurice T. Moore, chairman of the board, Time: "... the speed, safety, and comfort with which one can travel around the world, and all that this means in bringing the peoples of the world closer together."

James C. Stahlman, president, The Nashville Banner: "... gave us all the opportunity to see conditions, talk with men in high places, and form some opinions of our own which would not have been possible by cursory reading."

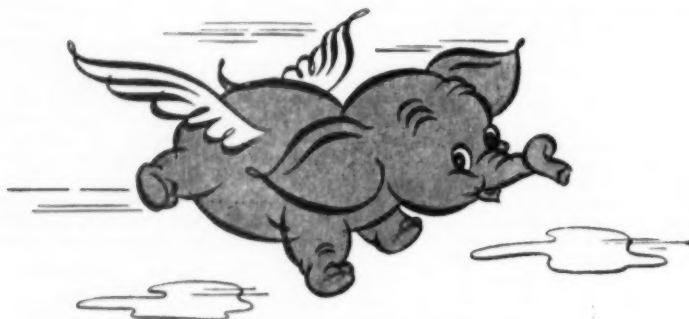
Fine words, all! I shared those sentiments. Still do, I guess. But a great deal has happened in the intervening half-dozen years. Russia controls about one-third of the earth, the Cold War is colder than ever, the Iron Curtain is rung down tighter than ever before, while Korea, Indo-China, and Malaya are hardly proving grounds of common understanding. Nor did Secretary of State John Foster Dulles' first official address help matters any, even with some on the Western side of the Iron Curtain.

Well, it looks like the "seeds of good" I spoke about in the opening paragraph will have to keep for a while, even though we all have readily available the finest instrument for welding world friendship ever conceived by the human brain—a sort of an atomic bomb in reverse.

Where do we go from here? War? There are two distinct schools of thought: that war is an unavoidable eventuality; and that universal realization of the horrors of an atomic (or hydrogen) war will avert one. No one knows what really will happen. In the meantime, the development of common understanding and respect is sitting on the sidelines.

It seems to me that the smart thing to do is to practice that development with the two-thirds of the world still free from Soviet domination, and hope that the other third will come to know about it and react in some positive manner. It must be admitted that the mere visit to a

(Continued on Page 16)



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See Bigger Year in '53 Over the North Atlantic

NEW YORK—Last year's record-breaking, industry-wide total of 46,000,000 ton miles flown over the North Atlantic should, said Raymond A. Norden, president of Seaboard & Western Airlines, be exceeded by as much as 25% in 1953. His prediction was based on the increasing ability of Western European nations to meet the demands of the dollar market in the United States, and with the leveling off of certain defense production in U. S. factories, he added, there will be an opportunity for European buyers to fly back to home market those items that have been short for export since the start of hostilities in Korea.

"In 1952," Norden continued, "the list of commodities being flown to American markets from Europe grew 20%... while exported commodities remained unchanged. We think this import expansion will continue." A survey conducted by S&W revealed that the improving economy in Western Germany has put that nation in top position as an importer/exporter nation of airfreight. France and Switzerland are expected to continue their high levels of air trade in 1953, and Ireland and Italy will probably improve their conditions in the dollar market.

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AIRDOM

(Continued from Page 14)

foreign land is not an automatic dropping of a mental barrier. Sometimes Americans fail to integrate themselves easily with the normal behavior of the land they visit and the net result is quite less than desirable.

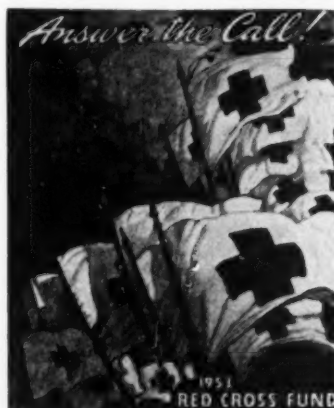
This, I suppose, is somewhat off-trail for an air article, but we cannot overlook the fact that the air is completely tied up with the proposition of frequent vacations abroad. Right now, the old slogan, *See America First*, is not of primary importance. I'd say, *Meet Your Neighbor*—and I don't mean the Pennsylvanian or the Kentuckian or the Californian, but the Latin American, the Indian, the South African, and all the others. Let's work on the two-thirds, by means of cheaper vacations, more reciprocal scholarships, and international trade meetings.

More than 100 years ago, an English inventor obtained a patent on an "aerial steam carriage." His invention, of course, was a flop; but the prediction he uttered at that time was of far-reaching significance. He said:

"The changes which must follow the first aerial voyage of 100 miles in length must be great, may be astounding to our present notions, may be dashed as all human advances are with subtractive evils, but they must be largely beneficial to the human family. It is no considerable earnest of future good that the very nature of the design compels us to consider

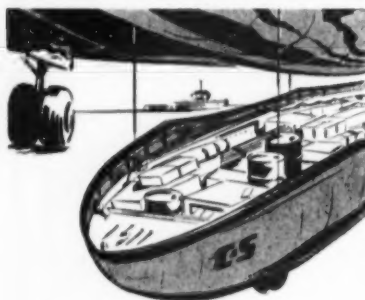
all mankind as one community. When men are strangers, they are ready to become enemies; render them mutually acquainted, and they soon become mutually useful; and when their interests are at stake, we may safely reckon on their continued and abiding friendship."

Propaganda over the Voice of America may be okay—but we ought to send out a few million of our own citizens to find out what it's all about on the other side, as well.



400 Tons of Gear Dropped

FORT BRAGG, N. C.—Approximately 400 tons of special construction equipment were flown and paratropped at a simulated invasion here recently. Operation Test Drop, as it was known, comprised a mass flight of 40 C-119s dropping individual pieces of equipment that weighed up to as much as 10½ tons. Fairchild's famous *Flying Boxcars* carried such items as a 21,000 pound crawler tractor with bulldozer, a 21,000 pound front-load tractor, an 18,000 pound rubber-wheeled tractor and a 17,500 pound dump truck. The "invasion" was a success, observers stated. By evening, 85% of the vehicles paratropped were operable, and by the next morning all but one piece of construction equipment was in use. This action constituted the first such mass delivery of heavy construction gear ever to be attempted.



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Lower Rates Proclaimed

CHICAGO—With lower airfreight rates almost universally considered a factor that will increase the use of airfreight transportation, United Air Lines' current rate reductions on specific commodities are a step in the proper direction. Reductions ranging from 8 to 26% were announced by manager of cargo sales, E. L. Dare, for specific commodities flown from Providence to six western and midwestern cities. The cities benefiting from these reductions are Toledo, Cleveland, South Bend, Chicago, Milwaukee and Denver, and prominent among the 25 items effected are aircraft parts, fabrics, advertising matter, wearing apparel, machine parts, electrical equipment and sporting goods.

Other reduced airfreight rates were also announced by UAL on volume shipments of wearing apparel flown from five cities on the Pacific Coast to midwest and eastern points. Rates for the two minimum weight brackets, 5000 and 10,000 pounds have come down about 12%, and two new weight classes, 15,000 pounds and 20,000 were established to effect further reductions of about 13%. The cities profiting in this latter group are Long Beach, Los Angeles, Oakland, San Francisco, Portland, Chicago, Newark and New York.

TWA Holds Cargo Clinic

NEW YORK—For the first time in many years, Trans World Airlines has held a conference devoted exclusively to airfreight. At the four-day clinic, prompted by the growing recognition within the airline and the industry as a whole of the increasing importance of airfreight, 25 representatives of TWA gave considerable attention to the development of airfreight selling patterns as applied to specific industries. A review was made also of the achievements of airfreight and its possibilities for further development in the countries served by the carrier.

The volume of cargo flown by the airline during 1952 rose for TWA, as it did for most of the other airlines. Its revenues from domestic freight operations went up 10% while its international division reflected an increase of 18%. For 1953, the airline is looking forward to an overall increase of 15%. TWA has also been studying the possibilities of jet engines and has already had some conferences with both domestic and foreign manufacturers, but nothing definite has as yet been released by the company.

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Mr. A. Tee Presents FACTS and FIGURES

AMERICAN AIRLINES: The carrier's stepped-up campaign to boost cargo is bearing fruit. In 1952, according to AA, a total of 46,898,000 ton miles were flown, which came to 26% more than the 1951 figure. Air express shipments for 1952 exceeded the previous year's total by more than one million ton miles. These new figures are setting the pace for most of the industry. Everyone is looking forward for new records to be set this year in airfreight transportation.

Avianca: Preliminary year-end figures for 1952, just released, show that this carrier is still the world's leading carrier of airfreight. Last year's cargo volume came to more than 200,000,000 pounds flown, an increase of more than 40% over '51's volume. No wonder Avianca is proud. During the year, about 120 tons of newspapers were carried daily, while high on the list of items also flown were gas stoves, furniture, cotton, refrigerators, coffee and large machine parts. Chemicals and pharmaceuticals also helped to swell the holds of the carrier's transports.

Flying Tiger Line: Domestic airfreight traffic climbed 48%, or 41,584,387 ton miles in the 1952 calendar year, setting a new high for the firm's operations. Revenues of about \$7,000,000 were produced, comparing nicely with the \$4,570,000 chalked up in '51 and more than double the \$3,250,000 set in '50. Total revenues for all sources last year came to \$24,440,160, or 20% more than the previous year's volume. FTL noted that the largest gains in its history came at the tail end of 1952.

KLM Royal Dutch Airlines: The increasing demand for air cargo transportation has forced the airline, said the airline's manager of its freight division, D. Sj. de Boer, to institute special freight services for the line. Proof of this growing demand lies in the figures taken from cargo operations conducted during the first nine months of 1952, when KLM carried 10,210 tons of airfreight. During the same period in 1951, a total of 9302 tons had been flown. Final figures for 1952 are not yet available.

Northwest Airlines: Marking the first time since the end of World War II that it made a November profit, the carrier proudly reported a profit, before taxes of \$550,441, including \$496,879 credit adjustment of prior months' expense accruals. November is traditionally a bad month for NWA due to its northern routes and other seasonal factors. This profit, however, indicates a welcome reversal of tradition. In 1952, the airline improved in almost all categories. Freight ton miles flown came to 11,416,019; express ton miles reached 2,005,482, a slight decrease from 1951's total, and mail ton miles rose to 5,017,993.

Pan American World Airways: Revenue cargo shipments through Miami alone reached the astral figure of 25,566,936 pounds flown by Pan Am. This marks a gain of 21% over the previous year's total. Air cargo shipments through this gateway for December alone wiped away all previous records made there by the carrier, when a total of 3,205,100 pounds were flown. In only one day, December

14, all of 135,357 pounds were lifted, marking the greatest single day the carrier has had so far. By no means are these insignificant figures.

Seaboard & Western Airlines: December reached an all-time high for this all-cargo carrier, when a total of 3,124,254 revenue freight ton miles was flown. This represented an increase of 59% over the previous December's operations, and an increase also over November's operations, when S&W flew 2,990,133 revenue freight ton miles over the Atlantic.

Trans World Airlines: In the line's domestic service, 15,686,000 revenue ton miles of airfreight were flown, a 5% increase of 1951's totals. In its international service, TWA flew 7,291,000 revenue ton miles, which marked an increase of 8%. With more concentration directed toward its cargo services, its totals for 1953 are

expected to go even higher than those of last year.

United Air Lines: New freight and express records were established during November, when UAL's express ton miles flew up 35% and its airfreight figures soared 26% that month. December, however, was still better, the airline noted, when its airfreight figures climbed 47% over those of the same month in 1951, and air express ton miles were up 60%. During last December also, UAL flew 6.3 million revenue airplane miles, or 22% better than the number flown the previous December. All categories improved from November to December of last year, with express up 42.5%, airfreight 3%, and airmail 52%.

Yes, 1952 was a good year for airfreight, but 1953 will be better!

Shows Gains in Cargo, Mail

OAKLAND—As reflected at one of the country's major airports, the gains made in both airfreight and airmail shipments during 1952 were impressive. Oakland Municipal Airport's latest statistical report showed that airfreight rose 4.12% over 1951's total and that airmail shipments rose 18.74%. Their totals came to 18,081,222 and 1,809,211 pounds, respectively.

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Production Increase . . .

- While private flying during 1952 dropped, due mainly to a curtailment of veterans' training, business and agricultural flying gained. This gain was most apparent in the production increase of three, four and five place civil aircraft. From the 1661 produced in 1951, the number jumped 57% to an estimated 2600. In the manufacture of planes with more than five seats, the percentage increase was even more impressive, 123%, denoting a growth from 202 to 450. On the other hand, due to the curtailment previously listed, single and two-seater plane production fell 10%.

Sportsman Pilots . . .

- When 53 members of the Sportsman Pilots Association wanted to go to Jamaica, they flew there, of course, using their own planes as far as Miami and a special plane belonging to Pan American World Airways for the rest of the trip. More than 30 single and twin engine executive-type aircraft were flown on the first portion of the trip, the purpose of which was the association's mid-winter meeting in Jamaica.

Gaylord Flies . . .

- With the company's mill and forests in the small town of Bogalusa, La., and its executive offices at St. Louis, Mo., the Gaylord Container Corp. has developed a small fleet of company aircraft to answer its many problems. Ranging from small single engine planes to large twin engine equipment flown by a two-man crew, Gaylord's fleet makes innumerable flights between the two points each year, and the executives of the firm save considerable time that way. The first plane was obtained in February, 1945, and at present six planes in all comprise the fleet. Gaylord, incidentally, manufactures boxes, cartons, bags, board and paper.

More Orders . . .

- Civilian orders up to half of its entire 1952 production has been received by Piper Aircraft Corporation. As a result of this huge request, the company currently is scheduling the highest daily rate of civilian aircraft production by any manufacturer since 1948. Most of these orders are for the four passenger Piper Tri-Pacer, so widely used for business and farm purposes, and the balance is for the Piper Super Cub, a general utility plane, and the PA-18-A, an agricultural plane.

New Methods . . .

- One of the fastest growing auto supply stores in the country, Dean Phipps, puts its aircraft to use in a novel manner. Whenever a new store location is being considered, the company's Tri-Pacer can be seen hovering about overhead studying the traffic volume around the proposed site. The firm considers this an excellent method for spotting new store locations, especially since it also cuts traveling costs by as much as 40%.

Fly South During Winter

BOGOTA—Usually suspended during the winter months, the shipment by air of baby chicks has not been halted at all this winter. Avianca has been shipping them successfully from the northern portions of the United States to South America to the complete satisfaction of both shippers and consignees.

No startling innovation was made to continue these shipments. Baby chicks travel in 'Chick Pullmans', perforated cartons that each contain 100 'passengers.' By allowing the chicks less ventilation than usual, that is, by putting fewer perforations into each carton, the chicks themselves generate enough heat to keep them warm during the 10 hour flight from New York to this city. Despite the fewer openings, they still receive adequate ventilation and arrive in excellent condition.

'Copter Prediction Made

NEW YORK—With helicopter cargo and mail service firmly entrenched in this city's activities, Fred M. Glass, director of aviation of the Port of New York Authority, has predicted that by 1975 more than 40 million pounds of airmail and 6.5 million pounds of package cargo a year will be carried into and out of Manhattan. This was not just a wild guess but a prediction based by Glass on the report of a \$70,000 study made for the Authority by a group of transportation consultants.

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BOXCARS IN THE SKY

Faster Service Awaits OK

DENVER—More speed will be given to the air shipments of freight and mail from the Pacific Northwest to major points in Kansas, Texas and Oklahoma once the agreements signed by United Air Lines, Braniff International and Continental Airlines are approved by the CAB. Given the nod to proceed, the airlines can provide no-change-of-plane service between Seattle-Tacoma, Portland and Wichita, Oklahoma City, Dallas and Houston. The crews of each of the carriers involved will fly the planes over their own route segments, and DC-6s, it has been said, will be used in this expedited service. This city, which will function as the interchange point in the set-up, and is the operating base for UAL's system, is also Continental's headquarters and an important terminal for Braniff.

3 Want Cargo Viscounts

LONDON—Three prospective customers, unnamed by Vickers-Armstrongs Ltd., manufacturers of the popular *Viscount*, are currently requesting a freighter version of this transport. Current reports have it that these requests have put Vickers to considering seriously the building of a plane adapted to the needs of air cargo, but no formal announcement has been made, nor have definite plans been set. As of the end of last year, reported Vickers, there were 78 orders received for the cargo-passenger *Viscount*, and production was going ahead with all possible speed. Four of the 12 ordered by Air France were nearing completion as were the five ordered by British European Airways.

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2 Information about a redesigned space heater now used by many airlines and in many airports is yours for the asking. The heater is portable and streamlined, and the bulletin leaves nothing unanswered.

3 *Speed . . . in Photo and Fact*, another of the interesting booklets depicting the particular values of air express.

4 24-page catalog in color illustrating the new line of Barrett hand lift trucks. Well illustrated.

5 Pictorial progress during 50 years in the life of the American Box Company, manufacturers of wooden and wire-bound boxes and crates.

6 Sample back number of the *American Import & Export Bulletin*, giving news of developments in the foreign trade industry. Covers Customs, Commerce, Agriculture, Treasury, and State Departments thoroughly. Reports on changes in laws, rules, regulations, etc.

7 Illustrated and fully described in a six-page folder are facts for the shipper and packer interested in strapping, seals, tensioners, sealers and accessories. The products are for handling all types of packages, bales, boxes, pallets.

8 Bulletin 5191, illustrates and briefly describes the principal units in an expanded line of industrial trucks and tractors. The complete line is graphically presented in this attractive, four-page folder.

9 Here's a handy gadget being distributed by a prominent freight forwarding firm. It's a combination key ring and auto license holder which fits neatly into your pocket.



The numbered paragraphs below correspond with the numbers appearing in the coupon in this department. To order one or more pieces of literature, or other types of material, at absolutely no charge to you or your firm, just encircle the corresponding number in the coupon, fill in the required information, and mail it in. *Air Transportation* will do the rest of the job.

10 Both entertaining and educational, a 20-minute color and sound film is available to clubs, schools, business groups and television stations. It shows how business airplanes help industrial leaders save time. Highly informative.

11 A new eight-page specification booklet listing the advantages of the new fork lift trucks. Dimension drawings show their maneuverability; detailed specifications allow comparisons with other trucks. Complete in every detail.

12 *How To Help Your Post Office Help You*, a new booklet, copiously illustrated and designed to help accelerate postal service whenever necessary. It will prove timely and valuable to parcel post shippers as well as to users of regular letter mail.

13 For those whose trucks are a vital part of their business, a new, large, 16-page booklet is ready to help keep them rolling. Fifty-one illustrations with explanatory text will show you how to prevent truck failures and save on overhaul expenses.

14 Literature describing a new-type gummed tape dispenser which is

operated like a telephone dial, measuring and cutting the tape accurately while moistening it.

15 A catalogue and descriptive booklet dealing with the classification, design and operating requirements of instrument bearing is now available. *Intended for instrument engineers only*. Booklet AIB gives descriptive details and dimensional data for a full line of instrument ball bearings. Highly technical and illustrated.

16 *Units of Weight and Measure, Definitions, and Tables of Equivalents*—a valuable 68-page book for all shippers. Handsomely put up with leatherette cover.

17 An attractive and valuable wall chart in color, showing the proper procedures in storing gummed tape, the use of automatic dispensers, and the application of gummed tape. Should be on the walls of all shipping departments. Illustrations tell the story in a glance.

18 Complete information concerning five new fork lift trucks is now available for all shippers interested in improving their line of trucks with an eye toward speed, efficiency and maneuverability.

19 Condensed catalogue #11 offers a complete line of scales for every industrial need. It's a handy, illustrated reference for scales that record weights from 1/64th of an ounce to 300 tons.

20 The best way to get out office mail faster, at lower cost and with more prestige is fully discussed and illustrated in a booklet aptly titled, *How To Get Your Mail Out*. Also included is a card for obtaining information on allied subjects.

21 Quite often shippers turn tourists, and if they've a mind to go to South America, Braniff has put out a sumptuous, multicolored folder that should prove helpful. Beautifully executed to whet anyone's appetite for South America.

22 A job study showing how an Albany manufacturer of cleaning



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24 Descriptive brochure on the brand new book, *Boxcars in the Sky*, which tells the thrilling story of commercial and military air cargo, from A to Z. This volume is the first of its kind published anywhere.

25 For foreign freight forwarders and custom house brokers who find themselves vexed and bewildered because the courts of many countries interpret international trade regulations differently from those of the U. S., there's a new 32-page booklet out on foreign trade definitions that includes numerical conversion tables.

26 *Gourmet Guide to Good Living in South America*—a 55-page booklet which presents the business air traveler with all the necessary know-how relating to foods, restaurants, hotels, clubs, etc.

27 *What to Expect from Wirebounds*—an attractive booklet which presents the construction principles of wire-bound boxes and crates. Includes 24 case studies.

28 *The Picture Book for Parcel Post Shippers*—an illustrated booklet explaining economies in metered parcels.

29 *Consular Documentary Requirements and Charges*, as prepared by one of the leading airfreight forwarding firms. Valuable for international shippers.

30 Latest issue of *Industrial Review* which highlights the advantages gained through the use of a certain specialized packing tape.

31 Latest issue of a valuable magazine which includes many useful tips on the use of steel strapping in packaging shipments. Well illustrated.

32 A chart showing step-by-step instructions for sealing V's and W cartons with tape to meet Government specifications. Ten steps are depicted. Includes sealing a carton's innerliner and outer seams, and covering and protecting carton labels. A handy reference.

33 *Peggy and Mado*, an unusual comic-type booklet which does a terrific job explaining how a four-week vacation can be spent in France.

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34 Here's the very latest issue of the New York State Airport Map and Directory. This is a revision of the last map offered in these columns.

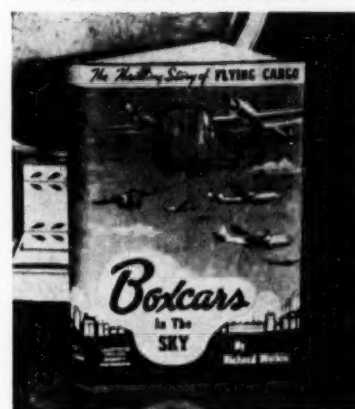
35 Just about everything the airfreight shipper has to know about tariffs. This new, revised list is designed to simplify the finding of facts necessary for shipping. Approved by the CAB.

Effects Rate Reduction

BURBANK—For the development of large volume shipments on garments flying into eastern markets, the Flying Tiger Line has announced reductions in rates, already in effect, ranging from 11 to 12½%, applying to movements of 5000 pounds or more. With the 5000 pound minimum, rates range from \$11.55 per 100 pounds to a maximum of \$17.35.

"While the minimum volume requirement of 5000 pounds seems high," said the company's vice president, George T. Cussen, "many small shippers will be able to qualify for it by pooling their freight through established consolidating companies." According to studies of traffic movements made by FTL in the garment industry, and consultation with manufacturing and distributing authorities, the all-cargo carrier anticipates "a considerable volume of traffic that will be available under the new rates on shipments moving from primary western manufacturing centers to the two principal eastern markets of Chicago and New York."

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AIRWAY UNDERWRITERS: The most recent of its annual awards, the Michigan Aviation Safety Award, given in conjunction with the Aero Club of Michigan, went to the Packer Pontiac Company of Detroit. According to Robert Crawford, president of Airway Underwriters, the 1952 award serves the purpose of giving recognition to safety accomplishments in the field of industrial-aid aviation, and it went to Packer Pontiac "in recognition of outstanding achievement in the advancement of air safety."

Bonanza Airlines: Associated with the firm since 1949, Robert Henry has been made executive vice president. Prior to this promotion, Henry had been the company's Director of Legal and Governmental Affairs. In his new post, he handles the overall supervision of all management affairs in addition to Bonanza's legal matters.

Capital Airlines: The firm's general auditor, O'Ferrell Estes, has been recently

named chairman of the Audit Committee of the Airline Finance and Accounting Conference for the year 1953. This conference is a division of the Air Transport Association of America, and it is presided over by R. G. Lochiel, Capital's vice president-treasurer.

Consolidated Vultee Aircraft Corp.: J. V. Naish has been named the new executive vice president of the firm at a regular meeting of the board of directors. Naish, who is 45 years old and has been active in the aviation industry for more than 11 years, had previously been Convair's vice president for sales and contacts. His first job in the industry, immediately after Pearl Harbor, was that of a semi-skilled mechanic at Northrup Aircraft.

Eastern Air Lines: The former executive vice president of the Air Transport Association is now, as of the middle of January, a vice president with EAL charged with handling federal and state

government regulatory matters. With his headquarters in the nation's capital, Robert Remspeck reports directly to the president and general manager of the airline, E. V. Rickenbacker.

West Coast Airlines: Two new members, T. E. Robinson and Denny Hogue, both of them former directors of Empire Air Lines, have been elected to WCA's board. Robinson is a rancher and grain dealer, one of the original stockholders and board chairman of the old Empire corporation; Hogue is a businessman from Twin Falls, Idaho. The two companies—West Coast and Empire—were combined last August and in the following month began service to 43 cities in the three Pacific Northwest states.

Wants 3-Way Combination

WASHINGTON, D. C.—According to the testimony of G. T. Baker, president of National Airlines, given to the Civil Aeronautics Board here, the sound development of the country's air transportation system rests with the eventual integration of National with both Colonial and Northeast Airlines. This three-way combination, Baker stated, is necessary for 'competitive balance' on the East Coast whereas a Colonial merger with Eastern Air lines would enhance the latter company's 'dominance' of East Coast traffic and would not be in the public interest.

Baker's statement was given at a CAB hearing investigating the merits of a National-Colonial merger, which would be the first step toward a National-Colonial-Northeast combination, as opposed to the merits of a Colonial-Eastern combination.

Ex-GI Gets Hearing Aid

CLEVELAND—Needing a hearing aid to enable him to hear the lectures before his final exams at Sorbonne University, in Paris, an American ex-GI sent an audiogram home for help. With time so short and a bachelor's degree hanging in the balance, Airborne Coordinators in this city rushed the shipment through to Paris via KLM Royal Dutch Airlines. Due to his difficulty, the student had dropped from first to twentieth position in his class. Only airfreight could have come to his assistance, and it did.

Flies Cotinazin to Korea

NEW YORK—To the stricken civilians of Korea went a 615 pound load of Cotinazin, considered to be the "newest anti-tubercular miracle drug" in use today. This constituted the first shipment of the new drug, which was a gift to the American Relief for Korea by Chas. Pfizer & Company. Due to the urgency of the shipment, Air Express International Agency, airfreight forwarders, took complete charge of all the details for the forwarding and speeding of the Cotinazin, including cartage and documentation. Northwest Airlines took charge of the actual flying of the drug to Pusan, in Korea.

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VIPs In Flight

ATHREE week business trip, by air, was taken by Charles A. Masson, senior partner in the shipping firm of William H. Masson, of Baltimore. Masson flew to Venezuela to spend three weeks visiting the major sea ports there. Masson is a veteran airman, having more than 5000 pilot hours to his credit, and is known to be very active in port development work in Baltimore.

Radio star Ed Murrow and a crew of seven CBS technicians flew over to Korea to cover Christmas at the front. Northwest Airlines took them there, as anyone who saw that particular telecast, "See It Now," already knows.

Edgar Hoffman, of the Haley Corp., flew off via Eastern Air Lines on an official visit to the Virgin Islands and to Puerto Rico. His purpose for the visit was to develop group business. Mrs. Hoffman accompanied the executive.

In order to advertise Catalina swim suits, an entire group of advertising people from the Dave Hillman agency took off for the West Coast to obtain some genuine scenic backgrounds at Nassau, Haiti, Jamaica, Cuba and Guatemala. Resort Airlines flew the crew to the Caribbean.

Six Latin American countries received 16 Texas business executives on a mission to develop imports and exports for them. All 16, members of the East Texas Chamber of Commerce, flew by way of Pan American World Airways. Leader of the group was Fred Pool, Gulf Coast manager of the Chamber.

Dr. William M. Scholl, president of the famous foot comfort and appliances firm, purchased a round-the-world air trip ticket valued at \$3,826. British Overseas Airways Corp. sold him the ticket in Chicago. Part of the doctor's trip will be flown in BOAC's jet liner, the *Comet*, although the services of 15 airlines will eventually have been used. The trip was undertaken for business purposes; Dr. Scholl having planned to call on his company's various branches located throughout the world.

Reduces Weight for Cargo

ST. PAUL—By lightening the tailcones on its fleet of DC-4 aircraft, Northwest Airlines has found that it can carry 147 additional pounds of airfreight in the rear cargo compartment. With 25 DC-4s comprising the fleet, that amounts to 3675 more pounds that the carrier can fly. This tailcone lightening program is part of NWA's overall program to remove all unnecessary weight from all its aircraft—Stratocruisers, DC-3s as well as DC-4s.

New president of the line, Gen. Harold R. Harris, expects NWA to become "a larger airline" in the near future. "How much bigger the airline will become," he said, "and how rapidly depend largely upon the ability of aircraft manufacturers to make and deliver the equipment we will need."

WAL Asks for New Route

LOS ANGELES—To meet the growing needs of the principal commercial center in South Dakota for air transportation, an application has been filed with the Civil Aeronautics Board by Western Air Lines for authority to serve Sioux Falls. The city WAL has its eye on is located 185 air miles from Pierre, the capital of South Dakota, and 197 air miles from Minneapolis and St. Paul. No decision, as of this writing, has yet been rendered by the CAB concerning this request.

Authorization, however, was obtained by the carrier to operate the first direct, one-plane service between California and Minnesota. According to Western, the 'strong community of interest' existing over the new route will keep this service, operated on a subsidy-free basis, profitable for the airline.

BEA Boasts Increases

LONDON—During the 12 months of 1952, British European Airways found that its traffic increased 17% over the previous year in the passenger category, and that its carriage of airfreight increased 16%. Freight ton miles flown rose from 4,355,480 in 1951 to 5,120,000 in 1952, a difference of 15%. BEA also found that it had established a new record for last year by carrying more passengers than any other airline outside the United States, a round total of 1,341,000. The amount of freight flown by the carrier came to 14,000 tons.

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► **Barrett-Cravens Company:** Where floor space is at a premium, a hefty double-deck skid load can still be put easily and compactly into place by one man and a Power-Ox PO-40 Hi-Lift Electric Platform Truck. The truck performs the manual labor, and the steel storage racks multiply by several times the effective storage space of any warehouse or plant. The racks are particularly useful in plants where space is needed for production. They are available for the piling from floor to ceiling of drums, barrels, skids, bins, crates and pallets, all of which can



be done easily by the Power Ox PO-40, whose capacities range up to 6000 pounds. Barrett-Cravens manufactures both the truck and the steel racks pictured here.

► **Minnesota Mining and Manufacturing Co.:** Just pull the tab and off comes the top of a fibreboard carton currently being put out by the "3M Company." The innovation works as easily as the tab on a pack of cigarettes. Not that the firm manufactures cartons; it merely puts out the "Scotch" brand filament tape and a new, automatic machine that applies the tape to fibreboard blanks faster than one per second. Naturally, a regular carton manufacturer puts out the carton, but the tear strip method becomes an added feature that should enhance the salability of any carton. Besides, it actually adds strength without increasing weight, an item that certainly goes over well wherever air shipping is involved. One further asset is that it eliminates the use of tools for opening cartons, thus eliminating also the possibility of damage to the contents.

► **Hetherton, Inc.:** Designed primarily for use in aircraft, this new type L1000

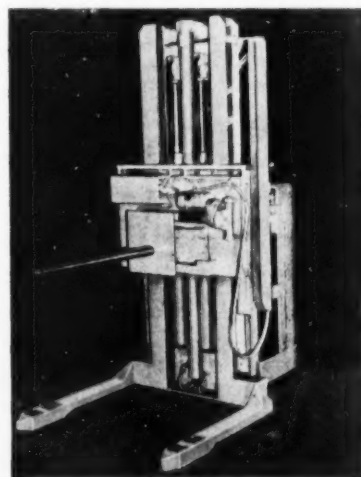
panel indicator light is also admirably suited for any application where an exceptionally sturdy, trouble-free unit has to go. Extremely lightweight (weighing



approximately ½ ounce) the unit is only one and 5/16 inches long and contains a removable plastic lens that is available in either blue, green, amber, white or red. A standard 6, 12 or 28 volt No. 327 miniature lamp is used, and the entire assembly is sturdily encased in a nickel-plated brass case. Dependable performance is assured with the L1000.

► **Econoweld Company:** Lighter than wood pallets of the same dimensions and load capacity and priced in the same brackets, is a handsome new tubular steel pallet that has about 10 times the serviceable life of ordinary wood pallets. These pallets have tubular steel runners welded to an angle-iron bound deck. Sturdy and lightweight, they also depart radically from conventional pallet design, a feature said to add considerably to their usefulness in a warehouse or plant.

► **Raymond Corp.:** Originally designed for use by the textile industry for handling bolts of cloth, a new side-shifting ram with a 6 inch lateral movement



is now being offered as an optional attachment for the firm's straddle-type Electric Tying Truck. The lateral movement (3 inches to either side of center) plus raising and lowering the mast, allows perfect alignment in putting the ram in the center of the material to be handled. Used on the firm's standard tractor, the entire unit is extremely maneuverable and can be used in aisles only 6 feet wide. Further information may be obtained by writing the firm at 27898 Madison Street, Greene, N. Y.



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Big, informative and well-written, Thurman W. Van Metre's book, **Industrial Traffic Management**, is an exceptional contribution to the huge and important field of traffic management. As professor emeritus of Transportation at Columbia University, the author is well versed in his subject, discussing the meaning of traffic management, considering its biggest problems and offering much insight into its history with great clarity. This is the first book ever to deal with the subject as a unified whole, and the first also to describe the new Uniform Freight Classification growing in use among carriers. (McGraw-Hill Book Co., 330 W. 42nd St., NYC; 552 pages; \$6.50.)

Two approaches to the subject of our economic background are used in this book, both of them designed to acquaint the reader thoroughly with this country's economic growth. Known as **Economic Development of the United States**, this volume by John R. Graf, professor of economics at the University of Louisville, covers the development of land policies, transportation, industry, banking and finance, agriculture, science and labor. Though designed primarily for students, the book can still prove of tremendous value to the businessman for whom a history of this type can be beneficial. Copiously illustrated with pictures and maps. (McGraw-Hill Book Co., 330 W. 42nd St., NYC; 598 pages; \$5.00.)

Extensive revisions have gone into the second edition of Samuel Van Valkenburg and Colbert C. Held's famous book, **Europe**. These revisions take into account the almost 20 years of changing

world conditions that have gone into the remaking of that troubled continent. Now, with a new concept current in American thinking—that of trade and less aid—a book of this sort, presenting the problems faced by each European country, can help greatly in testing and reasserting our attitudes toward Europe. In stressing those problems, this becomes more than a geography book, for it gives an insight into each country and into the continent as well. Quite thorough in what it sets out to do. (John Wiley & Sons, Inc., 440 4th Ave., NYC; 826 pages; \$7.50.)

Firm Offers New Service

NEW YORK—Where normally 20 pounds is the limit for parcel post packages moving out of this city, a new service known as Airways Parcel Post Service, Inc., accepts packages weighing up to 40 pounds. Headed by James Rigano, formerly manager of Skyways Freight Forwarding, the new firm offers reduced air cargo rates (slightly higher than special delivery and lower than airfreight) as well as the higher weight limits for packages. To date, the service is available to places located within 150 miles of Atlanta, Dallas, Chicago, Los Angeles, Portland (Ore.) and San Francisco, but an extension of this service is being planned. All shipments must be prepaid in New York, and retailers may save up to five days in shipping time through the use of air transportation, say the firm's spokesmen.

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International Air Cargo Rates are a standard feature in AIR TRANSPORTATION. This is another typical service for air shippers who require up-to-the-minute data. The rates appearing in every other issue are always current at press-time.

Starts with Freighters

TRIPOLI—The carriage of airfreight has become recognized as a vital—if not the most vital—aspect of air transportation. So much so that the new kingdom of Libya has granted a concession to Silver City Airways to run the internal air services in this country with its Bristol Freighter aircraft. The main operating base is being set up at this point, and operations began the early part of February under the name of Libyan Airways. Although the service instituted by SCA here is intended to carry general cargo mainly, special rates are quoted for camels, goats, horses, sheep and cattle as well as for motor vehicles and passengers. About 6000 pounds of airfreight can be accommodated in each flight.

Number of Flights Upped

MIAMI—From a schedule of three weekly all-cargo flights, U. S. Airlines has upped the number to seven so that flights are made daily by the carrier between this city and New York. The run also includes stops at Philadelphia, Fort Myers and Orlando. According to the airline's president, Fred Miller, its December traffic of 294,000 pounds of airfreight was double the number flown in November, which in turn was double that flown in October. Principal southbound freight consists of clothing, newspapers, livestock, aircraft parts, machine parts and records. Principal northbound freight includes flowers, vegetables, tropical fish and aircraft parts.

Package Flown to Naguib

CAIRO—An urgent letter received in New York requesting a special Care package of materials for the blind was rushed to this city and delivered to General Mohammed Naguib by Wayne Wilkin, pilot for KLM Royal Dutch Airlines. The shipment, weighing 235 pounds, consisted of four wheelchairs, four Braille watches, four kits of electric shavers, collapsible canes, chess sets and pocket Braille writing pads. Naguib, of course, besides being Premier of Egypt, is also the Director of the Egyptians Veterans and Disabled Association. The shipment was rushed here from New York by way of Holland.

Cites Air Express Gain

OAKLAND—One of the best months last year for air express shipments here, reported the Municipal Airport, was November. Air express inbound shipments that month rose 16.75% and outbound traffic rose 9.35% above the totals registered for November, 1951. In all, there were 3614 shipments this last November as opposed to 3174 shipments during the previous November. These were broken down into 2258 inbound and 1356 outbound shipments by the Air Express Division of REA.

Flew More Mail in '52

BELGIUM—In its second year of operation, the helicopter mail service conducted in and around this city by Sabena Belgian Airlines has managed to chalk up an interesting record. There were but eight flight cancellations, seven due to weather, out of 299 days of operation. There were also 4.4 tons more mail carried during the second year than during the first, which means that a total of 54.7 tons were carried in 1952 on the three Bell 47D1s that Sabena now uses for this service.

Carries Compressed Air

NASSAU—Enthusiasts of underwater spearfishing, one of the major sport attractions in the Bahamas, are being supplied with the necessary cylinders of compressed air by airfreight in order to carry on with the fun. Flown by British Overseas Airways Corp., the cylinders refill the deflated 'aqua-lungs' the spear-fishers use to stay under water longer and to go deeper than they ordinarily could without such aid. While not a regular cargo item, the cylinders of compressed air are nevertheless a new addition to the ever-expanding family of suitable air cargo commodities.

'53 Will See BIGGER Profits
for Airfreight

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PHOTO COURTESY OF ALASKA DEVELOPMENT BOARD

JUNEAU

To Juneau, capital of Alaska, the bearded prospectors, the dance hall girls and gamblers, even the gleaming yellow nuggets are relics of the past. Now a modern city, it boasts extensive lumber exports and a thriving tourist trade. Today's adventurers find a sporty golf course, spectacular ski slopes and gorgeous scenery.

The \$1,000,000 Territorial Building houses one of the world's best museums. And the city's social headquarters, the

modern Baronof Hotel, has interesting murals of old Alaskan legends on the walls of its Bubble Room.

Although no roads lead to Juneau, it can easily be reached by boat or plane. During the past year, 296 ships—184 American Flag and 112 Canadian vessels—called at the port. Actually only about two dozen ships were involved but their repeated calls gave excellent service to this historic port.

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Inside FTL

By George T. Cussen, Vice-President
The Flying Tiger Line

LITTLE PACKAGES—and big ones, too—are the everyday business of The Flying Tiger Line Inc., one of three U. S. airfreight carriers, and holder of CAB-approved Airfreight Route No. 100.

Like some other airfreighters, we had a problem: keeping track of the status, pay raises, home terminal, and other data concerning our 1800 employees scattered across the U. S. and working overseas. Administrative details? Certainly. But they have a lot to do with keeping Flying Tigers aloft and profitable.

Organized back in 1945, Flying Tiger Line set out to prove what no air carrier had tried before: that freight can be a profitable diet for an airline. By 1952, although we had branched out considerably into haulage other than freight, Flying Tiger had proved that there's a big business in airfreight. In over-all operations, including world-wide charters and leases, Flying Tiger's 39 aircraft (27 twin-engined C-46s and 12 4-engined C-54s) flew a total of 74,671 hours and a distance of more than 13,500,000 miles in 1951. This was 20 times the distance flown in 1946, our first full year of operation. Freight ton-miles rose to 28,125,047, compared to 15,674,021 ton-miles in 1950, a gain of 80%. And revenues, not even counting those from our participation in the Army's Pacific Airlift to Tokyo, increased nearly 50%.

There were plenty of reasons for these spectacular gains. Our airfreighters roamed scheduled routes from Los Angeles to New York. During a single month in 1951, Flying Tiger planes were airlifting high-priority consignments into Alaska; we were winging freight overnight to New York from Los Angeles; our pilots were transporting Mexican border jumpers back into the interior of Mexico in Airlift Wetback; and we were moving an increasing share of military traffic across the Pacific. In addition, our maintenance bases were in full swing, main-

taining planes which belonged to various airlines.

And our employees, as you can well imagine, were scattered to the four winds. Our 300 pilots were constantly on the move. We maintained some 26 U. S. terminals and used scores of others. Yet at any moment we were able to tell supervisors where every man was, his up-to-date status, and many other particulars. For in our headquarters in Burbank, Calif., we maintained three Remington Rand Kardex files, the key to our personnel deployment.

EACH EMPLOYEE is assigned three cards in the alphabetical Kardex file. Most important is the Permanent History Record, which carries a thumbnail, detailed biography of every Flying Tiger employee. Included on the personal history card, besides such routine information as previous employment, military service, physical characteristics, and the like, are some special notations peculiar to our worldwide business. There's a space, for example, listing the employee's passport number, his flying or aviation

(Continued on page 34)



Some packages come to the Flying Tigers on the hoof, as evidenced above. This, and other live cargo, never show the slightest nervousness in the air. Probably they are instinctive enough to know that airfreighting is the safest possible way that they could go.

INSURANCE RULE

(Continued from page 6)

airline does business should be allowed under the proposed regulation to qualify inasmuch as such an insurer is subject to the jurisdiction of the State insurance departments.

Further objection was taken by the ACSC to the minimum liability limits provided for by the proposal. These were considered 'too high' even though less stringent than those set forth originally. Requiring such high limits, the ACSC pointed out, would make the cost of insurance prohibitive for many aircraft operators, forcing many of them out of business. A further recommendation was made that the maximum required limit to be set at one million dollars.

The CAB's response to these briefs is still, at the time of this writing, to be seen. But a thought or two should surely be given to the fact that since the rule would impose such tremendous obstacles in the path of the airlines as well as in the path of the nation's insurance underwriters, since it has, in fact, drawn so loud a roar of

protest from members of associated fields, and since the right to impose this rule is not actually present in the Civil Aeronautics Act, the Board should reconsider its stand. It is almost an American axiom that what is wanting will be done by those who can best determine its need and its effect, in this case the airlines and the insurance groups. A good deal of more serious thought should also be given by the CAB to the tricky issue of implied powers. If handled badly, it can cause more harm than the good for which it was originally intended.



AIRFREIGHT RISK

(Continued from page 7)

writer is also encouraging the development of international airfreight business, which has stood the United States in such good stead during the recent reoccurring international emergencies.

The support of the Berlin Airlift and Pacific Airlift by commercial operators was possible only because equipment was available with trained crews, aloft

and on the ground, and the other skilled personnel that make up an integrated transportation organization.

The insurance underwriter likes air cargo business and is showing his appreciation in constantly reducing rates and looks forward to the day when more and more of the world's goods will go by air.

AIR SHIPPING

(Continued from page 10)

pick-up in Chicago and delivery in New York are included (the latter charge usually is not applicable for overseas shipments). At cities more distant from New York, the Air Express-Airfreight breaking point is usually lower. From Dallas, for instance, shipments weighing eleven pounds or more, would move at a more favorable rate by airfreight. In any case, where a general commodity shipment weighs under 100 pounds, the charges via all

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Schedule Dated July 1, 1951

A—Registered Mail, excluding Registered Air Mail and Air Express:

All securities, including non-negotiables, documents and similar interests—20% of Cargo Rates, with 1½¢ minimum.
Currency including jewelry, precious stones and metals, etc.; also miscellaneous cargo—100% of Cargo Rates.

B—Registered Air Mail and/or Air Express and/or other shipments by air: Western Hemisphere excluding shipments between points in Continental United States and/or Canada:

Gold, all securities, including non-negotiables, documents and similar interests 1½¢%
All other interests 2½¢%

Gold,
All Securities
including
non-negotiables,
documents and All Other
similar interests interests

UNITED STATES or CANADA to or from:

1. (a) British Isles, Eire, Sweden, Denmark, Norway Italy, France, Holland, Belgium, Portugal, Spain, Switzerland, Iceland and Greenland	1½¢%	2½¢%
(b) Finland, Germany (exc. Berlin), Austria, Trieste	5¢%	10¢%
(c) Czechoslovakia, Poland, Romania, Bulgaria, Hungary, Yugoslavia, Albania, direct shipments only	10¢%	20¢%
(d) Greece, Cyprus, Turkey	2½¢%	5¢%
2. (a) Africa except Egypt	1½¢%	2½¢%
(b) Egypt	2½¢%	5¢%
3. (a) Palestine, Syria, Lebanon	7½¢%	15¢%
(b) Transjordan	10¢%	20¢%
4. Afghanistan, Iraq, Iran, Saudi Arabia	2½¢%	5¢%
5. (a) India, Pakistan, Burma	5¢%	10¢%
(b) Ceylon	2½¢%	5¢%
6. Australia, Guam, Samoa	1½¢%	2½¢%
7. (a) Malaya, Thailand, Hong Kong, Kowloon, Korea	3½¢%	7½¢%
(b) Philippines, Japan, Okinawa	2½¢%	5¢%

C—Ordinary Parcel Post, Government Insured Parcel Post, Registered Post, Ordinary Mail (Excluding Air Mail) except

(A) United States to from Mexico 2½¢%, provided assured agrees to pay reduced rate on all shipments, otherwise individual shipments at full cargo schedule rate.

(B) United States or Canada to or from Hawaiian Islands—Transpacific Cargo Rate.

D—Express (Excluding Air Express)—Charge Cargo War Risk Schedule Rates.

three media should always be compared.

C. Specific Commodity and Directional Rates

In addition to general commodity rates most carriers publish in their tariffs lower specific commodity rates for special, large shipments between certain pairs of cities. Frequently, these rates are directional in that they are, for example, applicable only to east-bound traffic. A 300-pound air shipment of automobile accessories moving

from St. Louis to New York would cost \$28.35 under a general commodity rate, but under a specific commodity rate the charge would be only \$22.05, or a saving of 22%. Similarly, a shipment of chemicals from Los Angeles through New York to Amsterdam, weighing 2200 pounds, would realize a saving of \$414.15 or 35% by qualifying for the specific commodity rate. In some cases, particularly for small shipments, the lower air rates on these commodities compete favorably with surface transportation. Occasionally it may be

found that the air rates are lower than some surface rates. In any event, the airline, or its authorized agent, should be consulted for the lowest possible rate for each commodity and destination.

1. RAIL

Virtually all shipments arriving at The Port of New York by rail freight for dispatch abroad by air are L.C.L. Door-to-door delivery service can be specified to the accepting railroad. L.C.L. shipments consigned to the overseas carrier's air cargo receiving station at the designated airport will be carried to the appropriate rail freight terminal. From this point there is a delivery charge to the airport. This charge amounts to 37¢ per 100 pounds with a minimum of 37¢ per shipment delivered to New York International Airport or La Guardia Airport by the Long Island Railroad. Most carriers serving Newark impose a delivery charge of 27¢ per 100 pounds and a minimum of 27¢ per shipment. It is suggested that out-of-state shippers using L.C.L. service prepay the delivery charge to the originating rail carrier to preclude delay in the delivery of their shipments from the rail freight terminal to the air carrier at the designated airport. As there are many exceptions to most rail tariffs, it is also recommended that shippers contact their local rail traffic representative to substantiate all predetermined charges.

2. TRUCK

Shipments arriving by truck from inland points must be delivered to the overseas carrier at the proper airport or its New York City drop station. Arrangements for such delivery can be made by the shipper at the point of origin and the charges prepaid accordingly.

D. Airwaybills and Export Documentation

1. AIRWAY BILLS

The International Airwaybill is issued by most domestic air carriers and covers the transportation of the shipment from point of origin to point of destination, including all transfers enroute between carriers. Shippers



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should request the issuance of this airwaybill on all export shipments. The International airwaybill also has other advantages in that it is preferable for the banking of documents, insurance coverage, etc.

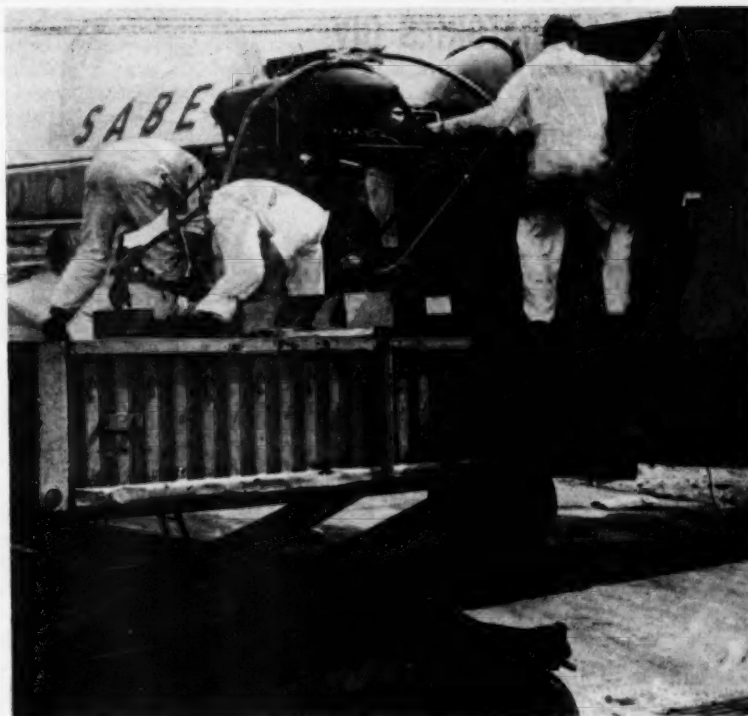
The Domestic Airwaybill covers the carriage of the shipment from the domestic airport of origin to the domestic airport of destination and, theoretically, does not include the transfer of the cargo to the overseas carrier upon arrival.

2. EXPORT DOCUMENTATION

All shipments must be accompanied by the necessary documents to avoid delays at the New York Gateway and possible fines or penalties to the consignee by foreign governments. United States Export Licenses, shippers' Export Declarations and copies of the commercial invoice in good order are the principal United States Government requirements. Certain documents are also required by countries of destination and these requirements vary according to prevailing regulations. Regardless of how the shipment is forwarded to the Gateway, these documents should be securely attached. As an additional precaution, it may be well to airmail duplicate copies to the carrier when forwarding shipments to the Gateway by surface means. Another acceptable practice is to double wrap the shipment, showing the overseas carrier as the consignee on the outer wrapping, and placing the documents and the address of the ultimate consignee on the inner wrapper. Before exporting shippers should ascertain the latest requirements and restrictions from the proper Consulate, field office, banks engaged in foreign trade or other informed authority.

E. Suggestions for Expediting Shipments

Although shipping details may be handled either personally or by an



Aircraft and aircraft parts pass through New York's airports in abundant volume. They form an important portion of the many items constantly moving through via airfreight.

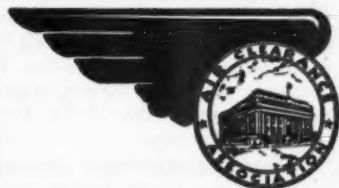
agent, attention to the following considerations will expedite shipments via the New York Gateway:

1. Check airline schedules to see that the shipment is receiving the most direct routing.
2. Check the volume as well as weight of each shipment. Perhaps a substantial saving can be realized by improved packing and crating. (250 cubic inches = 1 pound)
3. Is the Shipment addressed properly?
4. Are all of the necessary markings on the shipment?
5. Have the necessary documents been included and securely attached to the package in a heavy envelope?

F. Documentary Check List

1. Shipper's Export Declaration
2. Commercial Invoice and Copies
3. Shipper's Letter of Instructions or Air Waybill
4. Consular Invoice
5. Statement of "Ultimate Destination—Diversion Prohibited" (must appear on all of above documents)
6. Export License
7. Certificate of Origin
8. Import Permit or Import License
9. "Notice of Intent" for U.S. Customs Drawback

(Continued on following page)



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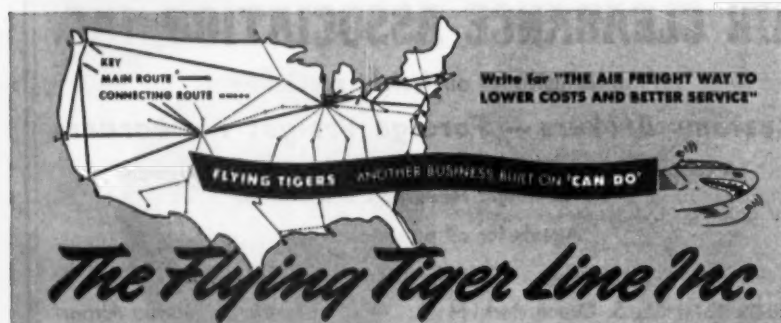
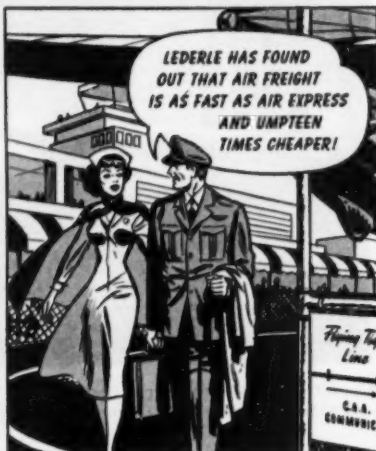
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10. Sanitary Certificate (plants, seeds, bulbs, etc.)
11. Certificate of Purity (pharmaceuticals, animal and meat products, etc.)
12. Disinfection Certificate (used clothing, blankets, etc.)

NOTE: Shipments will be subject to detention at airport of export in the event of omission of necessary documents. Shippers should seek advice from the U. S. Customs or Field Office of the Office of International Trade when in doubt concerning the proper license classification or requirement covering their shipment. The Department of Commerce, Office of International Trade, issues annually the "Comprehensive Export Schedule," supplemented by a weekly "Current Export Bulletin," which together provide an up-to-date and complete volume of export control regulations, interpretations, and procedures. The schedule and supplements may be purchased from any field office of the Department of Commerce or from the Superintendent of Documents, United States Government Printing Office, Washington 25, D. C.



SAVINGS—INSURANCE

(Continued from page 8)

ally must take pilferage into consideration when computing rates.

Also the longer an item is in transit and the greater the number of transfers necessary, the more the danger of breakage and general wear and tear, thus resulting in higher insurance rates.

In another recent shipment of adding machines from Chicago to Havana, insurance premiums for the air transportation of this cargo came to \$4.32 as against \$31.77 which would have been charged had the adding machines gone by surface.

AN EVEN GREATER SAVING in insurance premiums was realized on a shipment of soda fountains flown by Pan American from Chicago to Balboa. The insurance charge by surface shipping would have been \$200. It was \$15.30 for the *Clipper* cargo.

Air cargo has many other advantages in cost to the shipper and consignee. It cuts handling, warehousing and brokerage fees, and in some instances, where duty is based on gross weight,

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reduces the duty charge. Air cargo also reduces packing charges and consular fees.

It has been responsible for new trends in business in many parts of the world where businessmen have been

able to cut down on warehousing and large inventories and to reduce their orders to their actual needs, replacing models and parts only when they can foresee an immediate need for them in their business.

The reduction in cost involved in lower insurance rates charged for air cargo shipments, however, provides one excellent and outstanding reason why it is not only faster but cheaper to ship by air.

Typical International Rates

These typical rates will give you an idea of how much it costs to send letters and packages overseas via International Air Postal Service. Packages can weigh as little as four ounces, and up to 44 pounds, depending on the destination.

INTERNATIONAL AIR PARCEL POST

COUNTRY	First 4 Ozs. Or Fraction	Each Add'l 4 Ozs. Or Fraction	Max. Wgt. Lbs.	COUNTRY	First 4 Ozs. Or Fraction	Each Add'l 4 Ozs. Or Fraction	Max. Wgt. Lbs.	COUNTRY	First 4 Ozs. Or Fraction	Each Add'l 4 Ozs. Or Fraction	Max. Wgt. Lbs.
ARGENTINA	\$1.51	\$0.76	44	FINLAND	\$0.88	\$0.51	44	NORWAY	\$1.02	\$0.47	44
AUSTRALIA	1.62	1.27	11	FRANCE	1.22	.44	44	PAKISTAN	1.63	.84	22
AUSTRIA	1.05	.49	22	GERMANY	.95	.45	22	PHILIPPINES, Rep. of	1.81	1.26	44
BELGIUM	.98	.43	44	GT. BRITAIN & NO. IRELAND	1.00	.41	22	POLAND	1.06	.52	44
BERMUDA	.76	.13	22	GREECE	1.07	.57	22	PORTUGAL	.71	.44	22
BOLIVIA	1.08	.40	44	GUATEMALA	1.01	.25	44	SAUDI ARABIA	1.56	.77	22
BRAZIL	1.48	.64	44	INDIA	1.70	.96	22	SPAIN	1.21	.45	11
CHILE	1.31	.56	22	IRELAND (EIRE)	.97	.37	11	SWEDEN	.85	.49	44
COLOMBIA	1.21	.40	44	ISRAEL	1.42	.67	22	SWITZERLAND	.92	.48	44
CUBA 8 oz. min.	1.10*	.15	22	STATE OF ITALY	1.08	.50	44	SYRIA	1.22	.64	44
CZECHOSLOVAKIA	.88	.48	44	JAPAN	1.27	.91	22	TURKEY	1.15	.57	44
DENMARK	.97	.47	44	LUXEMBURG	.98	.43	44	UNION OF SO. AFRICA	1.31	.94	11
ECUADOR	1.24	.33	44	MEXICO	.64	.18	44	URUGUAY	1.26	.76	44
EGYPT	1.35	.64	22	NETHERLANDS	.89	.44	44	VENEZUELA	1.27	.36	44
ESTONIA (U.S.S.R.)	1.66	.63	22	NICARAGUA	.80	.29	44	YUGOSLAVIA	.87	.52	44

* 8 ozs. to 12 ozs.

INTERNATIONAL AIR MAIL RATES

COUNTRY	Per 1/2 Oz.	First 2 Ozs.	Each Add'l 2 Ozs.	COUNTRY	Per 1/2 Oz.	First 2 Ozs.	Each Add'l 2 Ozs.	COUNTRY	Per 1/2 Oz.	First 2 Ozs.	Each Add'l 2 Ozs.
ADEN	\$0.25			INDIA	\$0.25	\$0.64	\$0.44	NETHERLANDS	\$0.25		
ARGENTINA	.10	\$0.58	\$0.38	IRELAND (EIRE)	.15	.39	.18	NEW GUINEA	.15	\$0.43	\$0.23
AUSTRIA	.15	.45	.24	ISRAEL	.25	.52	.31	NORWAY	.15	.46	.25
BELGIUM	.15	.42	.21	STATE OF JAPAN	.25	.65	.45	POLAND	.25		
BERMUDA	.10	.27	.06	MEXICO	.06	.30	.09	SAUDI ARABIA	.15	.43	.22
BRAZIL	.10	.55	.35	MOROCCO (FRENCH)	.15			SPAIN	.15	.49	.68
EGYPT	.15	.52	.31					TURKEY	.10	.58	.38
FRANCE	.15	.42	.21					URUGUAY	.15	.43	.22
GT. BRITAIN & NO. IRELAND	.15	.41	.20					YUGOSLAVIA			

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INSIDE FTL

(Continued from page 28)

mechanical licenses, and his CAA medical certificate number.

But the most important advantage of our Kardex system is the quick status report which our personnel clerks get with one quick look. The reason, of course, is the plastic-covered lower portion of an employee's history card. This visible edge, equipped with various colored signals, tells us immediately the employee's current status. For example, a red signal over one of the "month" spaces indicates the time for the next pay raise or salary adjustment. Another signals the personnel clerk that the particular employee is on military leave.

A second card in each employee's

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Kardex file is the Service Record. On this is recorded every status change. When an employee receives a wage increase, is transferred, or changes his specialty, the information comes to



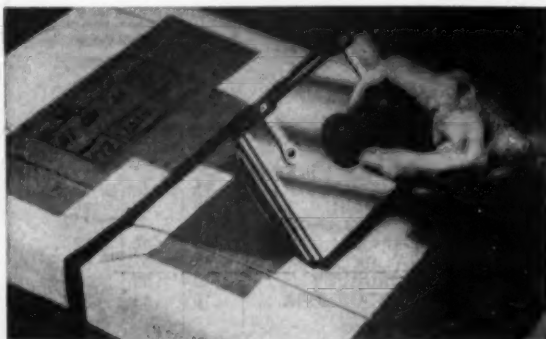
Personnel on a special Employee Change of Status form and is immediately entered on his service record.

A third card fits onto the back of the master biographical card, and is used to compute authorized sick leaves and vacations. This card, printed on both sides and designed for use over a two-year period, has a space for each day of the year, by months. A coded letter is pencilled in a "day space" when, for example, an employee is sick. "V" means vacation, "P" indicates personal business, "L" is for "leave of absence," and "U" for unauthorized absence. At year's end various leaves and sick days are totaled, giving us a clear picture of time due an employee for vacation or for his authorized 6-days a year sick leave.

Key to our up-dated records, aside from the original biographical card filled out when an employee is hired, is the Employee Change of Status form, filed in quadruplicate (one copy each to Personnel, Supervision, Accounting, and to the employee concerned). These change-status forms come streaming into the Burbank office from our various terminals, and from overseas.

Flying Tiger's centralized personnel file is coming in for increasing daily use. Almost every five minutes during the working day a store or company phones to ask about an employee's credit, wanting verification of employment. Six-monthly salary increases are now routine, thanks to those little reminder flags attached to each employee's card. And when personnel shifts are necessary to conform with ever-changing charter services, Flying Tiger supervisors merely consult the personnel file and know within a few minutes what people are available.

Flying Tiger Line has made small packages into a big thing. And just as astutely, it has made a lot of small facts in its personnel file add up to better management and better service, for a nation's business which is becoming ever more cognizant of airfreight's greater convenience and speed.



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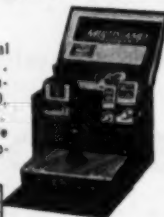
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